

# Pioneer KT Updates

## Tax Exempt Forms

- Required for all paying shares on an account description
- Must be completed before seed is delivered

## Q4 Targets

- KTB & KTC goals: 1650 corn units per territory
- Deadline: December 31<sup>st</sup>

## Supply Update

- ATS (Available to Sell) Signals began on November 3<sup>rd</sup>
- Note: Shuffling for *beans started on Nov. 4*, shuffling for *corn begins December 16<sup>th</sup>*
  - **Keep Selling** – Sell with confidence! These products will be shuffled to cover invoicing.
  - **Limited** – There is limited supply. These products will begin to auto-shuffle to cover invoicing.
  - **Supply Under Review** – This product is sold out within your geography, but the supply team is working to add more if possible. ATS status will be changed to Keep Sell, Limited or Stop Sell based on supply availability when known.
  - **Stop Selling** – Only sell your allocation; you will not get additional supply. All options for additional supply have been explored and it does not exist.
    - Update invoicing to be in sync with your current allocation.
    - Update over invoicing to a substitute product to help ensure timely delivery. Substitute products will be recommended in the ATS comments section of your sales agency units report.
- **Stop Sell Watch Outs for Corn:** 00177AM, 9624AM, 1449AMX
- **Limited Watch Outs for Corn:** 08527V, 97299Q, 9823V, 01851PCE, 9188AM, 9492AM, 98125PCE,
- **Supply Under Review Watch Outs for Corn:** 7810PCE, 85199PCE, 9193AM, 97037V, 9789AMXT, 9772AM, 98125V, 0035AM/Q, 0075AM/Q, 0421AM,
- **Limited Watch Outs for Beans:** 16Z42
- **Supply Under Review Watch Outs for Beans:** 08A44E, 21Z71E

## Plenish

- Communicate with your TM about needs/changes that arise
- Supply will not be filled in your allocation until after Payment Flex (Jan 16<sup>th</sup>)
- Agreements must be signed in Connex to invoice & deliver Plenish soybeans

## Treated Workbox Program

### 2026 U.S. Treated Workbox Program

#### GENERAL PROGRAM GUIDELINES

- Offer is applicable to U.S. Pioneer® LumiGEN® Seed Treatment downstream treating reps **ONLY**.
- Only sales reps who participate in downstream treating are eligible.

#### TREATED WORKBOX PROGRAM – REP BENEFITS:

- Program allows downstream treating reps to order a maximum of 80 workboxes through the Pioneer invoicing system.
- Rep can use these extra workboxes throughout season for downstream treating soybeans.
- Rep sets their own price for LumiGEN seed treatment (including their margin).
- Rep invoices their customers directly for the LumiGEN seed treatment via Seller Services or their own invoicing system.
- Provides Rep an opportunity to earn a similar treatment margin as if they treated themselves.
  - List price of LumiGEN offered through the “Treated Workbox Program” is \$0.25/unit more than downstream LumiGEN list price.
  - Does not qualify for the LumiGEN downstream discount programs.
- Customer is invoiced for untreated soybeans in Connex.

#### PROGRAM DETAILS FOR “TREATED WORKBOX PROGRAM”:

- Reps will receive LumiGEN treated soybeans (based on “treated workbox” sub-product code ordered) in Pioneer PROBOX® containers **at the same cost as untreated soybeans**. Seed treatment is charged separately to the rep via their Pioneer seed account and soybeans will be invoiced to customer via Connex.

## Slippage Penalty Reminder

### 2026 Corn & Soy Slippage Program

US Rep Geographies

- Both corn and soybeans will be moving to a slippage penalty based off peak invoicing
  - Will no longer be based on a snapshot date. Peak invoicing could happen at ANY time during the sales season (Sept – June)
- Slippage allowance percentages for corn and soybeans will be 10%. Any units over 10% of peak invoicing will be charged the following per unit:
  - Corn – Slippage penalty at \$30/unit (\$10/unit higher than PY)
  - Soybeans – Slippage penalty at \$5/unit (\$5/unit less than PY)
  - Driver for slippage penalty change was to align more with avg commission earned on a unit of corn/soy
- Penalty cap of \$10,000 on soybeans and \$10,000 on corn has been REMOVED - There will be no penalty cap for 2026
- All enforced slippage penalties will be repurposed for the 2026 Invoice Integrity Incentive Program – CORN ONLY



### NEW - 2026 High Demand Product Return Penalty – CORN ONLY

**Goal:** Ensure high demand corn hybrids are being effectively utilized and not hoarded

- A list of high demand corn hybrids will be finalized and communicated in mid-January of 2026, allowing sales reps to focus on invoicing product needs through the 1<sup>st</sup> pay period and payment flex date of January 16, 2026.
  - Products will be determined by SPSC & Pioneer Marketing
  - There will be ONE product list for the entire U.S.
  - Outside of communicating products identified, they will also show in the comments section on ATS report
- Sales agencies that return more than 3% of a high demand corn hybrid will be penalized with a charge of \$30/unit (aligns with corn slippage penalty)
  - 3% return allowance, by high demand product, will be based on volume shipped +/- transfers
- High demand products will be monitored closely for replant use
  - Will require DOA in order to be utilized for replant



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## Trifecta Tracking

Agency	Proposals	Total Acre Growth with Trifecta Operations
715 Ag Supply LLC	7/9	-811
AB Seed & Consulting	9/9	-187
Afdahl, Kurt	0/3	29
Bauer's Seeds & Service	5/7	-363
Diversified Ag LLC	2/3	-3984
Edgar Seed LLC	2/3	119
Integrity Ag LLC	3/6	472
Otter Creek Agronomy LLC	3/4	7
Prusak, Tim	1/3	-108
Red Cedar Agronomy LLC	7/9	1964
<b>KTB TOTAL</b>	<b>39/56</b>	<b>-2862</b>

Agency	Proposals	Total Acre Growth with Trifecta Operations
Cropping Central LLC	9/11	-348
Steve Kloos	2/3	-8
Kortbein Agronomy LLC	1/3	-125
NextGen Agronomy LLC	1/11	630
Pernsteiner Seed & AG Services	3/4	433
Tomorrow Valley Ag LLC	2/8	667
Verhulst Ag and Seed LLC	3/3	-569
Yeager, Richard	1/3	114
Ted Behnke	2/3	985
<b>KTC TOTAL</b>	<b>24/49</b>	<b>1779</b>

## The Calendar

November	December	January	February
<b>21</b> – 2025 Year End Settlement Deadline	<b>1</b> – 2025 Fall Return Deadline <b>1</b> – Deadline to enter 300 bushel corn, 100/75 bushel bean club <b>10</b> – Early Pay Deadline <b>12</b> – EPD Grace Period <b>12</b> – CDD Flagging Deadline <b>12</b> – 100% of bulk orders due <b>16</b> – Corn Supply Shuffle <b>31</b> – Q4 Delivery Deadline	<b>16</b> – Payment Flex Date <b>16</b> – Grow 100 Offer Deadline <b>16</b> – Plenish Invoice Deadline	<b>27</b> – Silver Pay Deadline <b>27</b> – TruChoice Funding Deadline + Adding 1-2-3% on invoices